

Bay Area Medical Center  
3100 Shore Drive  
Marinette, WI 54143  
(715) 735-6621

Type:                   GMS  
Control:               Other Not for Profit  
Fiscal Year:       01/01/02 to 12/31/02

County:               Marinette  
Analysis Area:       Northeastern (4)  
Volume Group:       5

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area <sup>4</sup>		Volume Group <sup>5</sup>		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	52.9%	57.4%	0.92	54.6%	0.97	51.9%	1.02	43.7%	1.21
Obstetrics	26.0%	39.6%	0.66	32.9%	0.79	28.1%	0.92	29.3%	0.88
Pediatrics	. %	48.0%	.	26.5%	.	20.9%	.	. %	.
Total hospital	54.2%	55.9%	0.97	49.4%	1.10	48.2%	1.13	41.3%	1.31
Average Census (Patients)									
Adult medical-surgical	42.9	30.4	1.41	30.9	1.39	28.2	1.52	35.4	1.21
Obstetrics	2.9	3.9	0.74	3.8	0.74	3.5	0.82	3.2	0.88
Pediatrics	0.0	1.8	0.00	1.3	0.00	0.5	0.00	0.0	.
Total hospital	53.7	55.4	0.97	50.6	1.06	41.9	1.28	47.5	1.13
Average Length of Stay (Days)									
Adult medical-surgical	3.6	3.9	0.92	3.7	0.99	3.7	0.97	3.5	1.04
Obstetrics	2.3	2.4	0.96	2.3	1.01	2.3	1.02	2.3	0.99
Pediatrics	.	2.4	.	2.7	.	2.3	.	.	.
Total hospital	3.8	4.3	0.87	4.0	0.96	3.7	1.03	3.8	1.00
Surgical Operations									
Inpatient	2,234	1,424	1.57	1,615	1.38	1,323	1.69	1,509	1.48
Outpatient	2,700	3,187	0.85	4,009	0.67	2,947	0.92	2,824	0.96
Inpatient as % of all surgeries	45.3%	30.9%	1.47	28.7%	1.58	31.0%	1.46	34.8%	1.30
Outpatient Visits									
Non-emergency visits	51,727	75,046	0.69	70,218	0.74	65,740	0.79	42,569	1.22
Emergency visits	24,374	14,086	1.73	18,906	1.29	16,883	1.44	22,751	1.07
Full-time Equivalents (FTEs)									
Administrators	45.7	14.8	3.08	16.9	2.70	15.3	2.98	40.6	1.13
Nurses, licensed	157.1	160.1	0.98	185.2	0.85	143.8	1.09	146.2	1.07
Ancillary nursing personnel	31.3	54.3	0.58	57.9	0.54	35.6	0.88	52.4	0.60
All other personnel	415.0	384.2	1.08	435.3	0.95	358.4	1.16	394.0	1.05
Total FTEs	649.1	613.5	1.06	695.3	0.93	553.1	1.17	633.2	1.03
FTEs per 100 Patient Census (Adjusted)									
Administrators	36.0	14.6	2.46	16.3	2.20	16.0	2.25	34.3	1.05
Nurses, licensed	123.7	157.9	0.78	178.8	0.69	149.8	0.83	123.5	1.00
Ancillary nursing personnel	24.7	53.6	0.46	55.9	0.44	37.1	0.66	44.3	0.56
All other personnel	326.9	378.9	0.86	420.3	0.78	373.4	0.88	332.9	0.98
Total FTEs	511.3	605.0	0.85	671.4	0.76	576.2	0.89	535.0	0.96

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	99	Health maintenance		Beds set up and staffed	0	Bassinets	14
Discharges	5,177	organization (HMO)	No	Discharges	0	Total births	392
Inpatient days	19,591	Preferred Provider		Inpatient days	0	Newborn days	924
		organization (PPO)	Yes				

Bay Area Medical Center  
Marinette

Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 12/31/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
-----							
General Medical-Surgical:							
Adult medical-surgical, acute	1	81	4,320	15,650	52.9%	42.9	3.6
Orthopedic	2	0	0	0	. %	0.0	.
Rehab. and physical medicine	5	0	0	0	. %	0.0	.
Hospice	5	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	5	0	0	0	. %	0.0	.
Pediatric, acute	2	0	0	0	. %	0.0	.
Obstetrics	1	11	452	1,042	26.0%	2.9	2.3
Psychiatric	1	0	187	1,537	. %	4.2	8.2
Alcoholism/chemical dependency	5	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	2	0	0	0	. %	0.0	.
Cardiac intensive care	2	0	0	0	. %	0.0	.
Pediatric intensive care	5	0	0	0	. %	0.0	.
Burn care	5	0	0	0	. %	0.0	.
Mixed intensive care	1	7	218	1,362	53.3%	3.7	6.2
Step-down (special care)	5	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	5	0	0	0	. %	0.0	.
Other intensive care	5	0	0	0	. %	0.0	.
Subacute care	5	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.
-----							

Note: data should be used only in rows; do not summarize columns.

\* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

\*\* Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
-----							
Administrators/asst. administrators	44	2	45.7	Radiological services personnel	38	8	41.0
Physicians and dentists	7	0	7.0	Occupational therapists	3	2	4.2
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	4	0	4.0
Registered nurses	40	121	114.7	Physical therapists	6	1	6.5
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	6	0	6.0
Licensed practical nurses	11	41	42.4	Recreational therapists	3	0	3.0
Ancillary nursing personnel	4	39	31.3	Psychologists	0	0	0.0
Physician assistants	0	0	0.0	Social workers	2	0	2.0
Nurse Practitioners	0	0	0.0	All other health professionals	81	95	149.5
Medical records personnel	3	1	3.6	All other personnel	103	91	152.6
Pharmacy personnel	5	10	10.7	-----			
Clinical laboratory personnel	12	23	25.1	TOTAL	372	434	649.1

Bay Area Medical Center  
Marinette

Income Statement		Assets		Liabilities and Fund Balances	
Gross patient revenue	\$111,960,123	Cash and cash equivalents	\$4,283,856	Current liabilities	\$10,248,315
Less deductions	37,303,044	Net Patient receivables	15,109,579	Long-term debt	24,975,774
Net patient revenue	74,657,079	Other receivables	989,175	Other liabilities	1,869,896
Plus other revenue	954,589	Land, bldgs and equip: Net	38,137,164	Subtotal	37,093,985
Total revenue	75,611,668	Other assets	16,136,087		
Less expenses	71,673,992			Unrestricted fund balance	37,561,876
Nonoperating gains/losses	118,203	Total Assets	\$74,655,861	Total liabilities & fund balance	\$74,655,861
Net Income	\$4,055,879			Restricted fund balances	\$772,661

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 4		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [ \$51,451,935]	46.0%	41.7%	1.10	41.5%	1.11	42.6%	1.08	45.2%	1.02
Medical Assistance [ \$7,172,730]	6.4%	9.0%	0.71	6.6%	0.98	6.9%	0.92	5.8%	1.10
Commercial [ \$46,974,781]	42.0%	43.2%	0.97	46.8%	0.90	44.9%	0.94	43.0%	0.98
All other [ \$6,360,677]	5.7%	6.1%	0.93	5.2%	1.09	5.6%	1.02	6.0%	0.95
Deductions as % of Total Gross Patient Revenue									
Medicare [ \$26,380,506]	23.6%	23.7%	0.99	22.7%	1.04	25.2%	0.94	21.6%	1.09
Medical Assistance [ \$4,728,772]	4.2%	6.0%	0.71	4.0%	1.05	4.7%	0.91	2.8%	1.50
Commercial [ \$1,920,500]	1.7%	9.4%	0.18	7.1%	0.24	6.8%	0.25	1.6%	1.05
Charity care [ \$1,879,736]	1.7%	1.2%	1.39	1.6%	1.07	1.3%	1.31	1.2%	1.45
All other [ \$2,393,530]	2.1%	1.4%	1.51	1.0%	2.04	0.7%	2.97	1.6%	1.31
Total deductions [ \$37,303,044]	33.3%	41.7%	0.80	36.5%	0.91	38.7%	0.86	28.8%	1.16
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	1.3%	5.1%	0.25	3.7%	0.34	4.4%	0.29	1.8%	0.70
Net gains/losses as % of net income	2.9%	5.3%	0.55	4.7%	0.62	-1.2%	-2.36	54.4%	0.05
Expenses as % of Total Expenses									
Salary/fringe benefit[ \$41,215,775]	57.5%	47.8%	1.20	54.2%	1.06	52.1%	1.10	58.8%	0.98
Supplies and services[ \$21,141,215]	29.5%	40.5%	0.73	32.5%	0.91	34.6%	0.85	29.2%	1.01
Capital component [ \$6,691,970]	9.3%	8.7%	1.07	10.6%	0.88	10.2%	0.92	9.5%	0.98
Bad debt [ \$2,625,032]	3.7%	3.0%	1.23	2.7%	1.37	3.1%	1.18	2.5%	1.49
Fiscal Statistics									
Operating margin	5.2%	6.1%	0.86	1.4%	3.69	6.4%	0.82	0.8%	6.67
Total hospital profit margin	5.4%	6.4%	0.84	1.5%	3.62	6.3%	0.85	1.7%	3.16
Return on equity	10.8%	10.0%	1.08	2.2%	4.99	10.0%	1.08	3.2%	3.40
Current ratio	2.4	2.5	0.94	2.6	0.91	2.3	1.04	2.1	1.12
Days in net patient accounts receivable	73.9	57.8	1.28	66.2	1.12	60.2	1.23	.	.
Average payment period	55.6	52.6	1.06	54.2	1.03	62.1	0.89	55.4	1.00
Equity financing	50.3%	56.2%	0.89	51.8%	0.97	51.1%	0.98	47.7%	1.05
Long-term debt to equity ratio	0.7	0.5	1.40	0.5	1.24	0.6	1.18	0.8	0.84
Times interest earned	3.6	5.0	0.72	1.6	2.33	4.4	0.83	1.8	2.02
Total asset turnover	1.0	0.9	1.15	0.8	1.34	0.8	1.25	0.9	1.14
Average age of plant: years	9.0	9.5	0.94	7.9	1.13	8.0	1.12	9.2	0.98
Increase (decrease) total net patient rev	. %	. %	.	. %	.	. %	.	10.6%	.
Output gross rev (% of total gross pt. rev)	57.7%	44.1%	1.31	50.8%	1.14	54.1%	1.07	59.8%	0.96
Net Revenue Statistics									
Inpatient net revenue per discharge	\$6,320	\$7,870	0.80	\$6,864	0.92	\$6,036	1.05	\$5,407	1.17
Inpatient net revenue per day	\$1,670	\$1,834	0.91	\$1,717	0.97	\$1,554	1.07	\$1,432	1.17
Outpatient net rev per visit	\$551	\$343	1.61	\$393	1.40	\$385	1.43	\$554	0.99